

CONTRACT



WTKR-TV
720 Boush Street
Norfolk, VA 23510-1583
(757)446-1000

www.wtkr.com

And:

Media Strategies & Research
11350 Random Hills Rd
Suite 670
Fairfax, VA 22030

<u>Contract / Revision</u> 549856 /		<u>Alt Order #</u>
<u>Product</u> Kaine for Senate 2012		
<u>Contract Dates</u> 09/03/12 - 09/09/12	<u>Estimate #</u>	
<u>Advertiser</u> Kaine/D/Senate		<u>Original Date / Revision</u> 09/12/12 / 09/12/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WTKR	<u>Account Executive</u> Local WTKR House	<u>Sales Office</u> Norfolk
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	09/03/12	09/09/12	NewsChannel 3 News	5-6am		:30			NM	2	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	--WT---				2	\$120.00			
2	3	09/03/12	09/09/12	Newschannel 3 News	6-7am		:30			NM	5	\$925.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MTWTF--				5	\$185.00			
3	3	09/03/12	09/09/12	CBS This Morning	7-9a		:30			NM	3	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-T-TF--				3	\$100.00			
4	3	09/03/12	09/09/12	Price Is Right	11am-12n		:30			NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	M---F--				2	\$295.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/03/12-09/09/12	Price Is Right	11am-12n	M-----F----	:30		\$295.00	NM		
			Credited									
5	3	09/03/12	09/09/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$210.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	--W----				1	\$210.00			
6	3	09/03/12	09/09/12	CBS Daytime	1228-3pm		:30			NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	---T---				1	\$295.00			
7	3	09/03/12	09/09/12	Ellen Degeneres 3pm	3-4pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----F--				1	\$140.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/03/12-09/09/12	Ellen Degeneres 3pm	3-4pm	-----F----	:30		\$140.00	NM		
			Credited									
8	3	09/03/12	09/09/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	3	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MTWTF--				5	\$100.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	2	3	09/03/12-09/09/12	NewsCha 3 News First @ 4p	358-5pm	MTuWThF----	:30		\$100.00	NM		
			Credited									
	3	3	09/03/12-09/09/12	NewsCha 3 News First @ 4p	358-5pm	MTuWThF----	:30		\$100.00	NM		
			Credited									

(* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Contract / Revision</u> 549856 /		<u>Alt Order #</u>
<u>Contract Dates</u> 09/03/12 - 09/09/12	<u>Product</u> Kaine for Senate 2012	<u>Estimate #</u>
<u>Advertiser</u> Kaine/D/Senate		<u>Original Date / Revision</u> 09/12/12 / 09/12/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
E 9	3	09/03/12	09/09/12	Newschannel 3 News	5-530pm		:30			NM	3	\$495.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MTWTF--				5	\$165.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/03/12-09/09/12	Newschannel 3 News	5-530pm	MTUWThF----	:30		\$165.00	NM		
	Credited											
	4	3	09/03/12-09/09/12	Newschannel 3 News	5-530pm	MTUWThF----	:30		\$165.00	NM		
	Credited											
E 10	3	09/03/12	09/09/12	Newschannel 3 News	530-6pm		:30			NM	3	\$660.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MTWTF--				5	\$220.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/03/12-09/09/12	Newschannel 3 News	530-6pm	MTUWThF----	:30		\$220.00	NM		
	Credited											
	5	3	09/03/12-09/09/12	Newschannel 3 News	530-6pm	MTUWThF----	:30		\$220.00	NM		
	Credited											
E 11	3	09/03/12	09/09/12	Newschannel 3 News	6-630pm		:30			NM	4	\$1,380.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MTWTF--				5	\$345.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/03/12-09/09/12	Newschannel 3 News	6-630pm	MTUWThF----	:30		\$345.00	NM		
	Credited											
	12	3	09/03/12	09/09/12	7-730pm		:30			NM	1	\$310.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	M-----				1	\$310.00			
E 13	3	09/03/12	09/09/12	730-8pm	730-8pm		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	---T---				1	\$330.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	09/03/12-09/09/12	730-8pm	730-8pm	----Th-----	:30		\$330.00	NM		
	Credited											
14	3	09/03/12	09/09/12	Monday Prime	10-11pm		:30			NM	1	\$1,655.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	M-----				1	\$1,655.00			
15	3	09/03/12	09/09/12	NCIS	8-9pm		:30			NM	1	\$2,060.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-T-----				1	\$2,060.00			
16	3	09/03/12	09/09/12	Saturday Prime	10-11pm		:30			NM	1	\$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----S-				1	\$420.00			
17	3	09/03/12	09/09/12	Sunday Prime	9-10pm		:30			NM	1	\$1,080.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----S				1	\$1,080.00			
18	3	09/03/12	09/09/12	Late News (M-F)	11-1135p		:30			NM	7	\$3,780.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	MTWTF--				7	\$540.00			
19	3	09/03/12	09/09/12	Late News (Sa-Su)	11-1135p		:30			NM	2	\$730.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-----SS				2	\$365.00			
20	3	09/03/12	09/09/12	Late Night with David Letterman	1135pm-1235am		:30			NM	2	\$330.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	-T-T---				2	\$165.00			

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Contract / Revision	Alt Order #
549856 /	

Contract Dates	Product	Estimate #
09/03/12 - 09/09/12	Kaine for Senate 2012	

Advertiser	Original Date / Revision
Kaine/D/Senate	09/12/12 / 09/12/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals	
											Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
21	3	09/07/12	09/07/12	Friday Prime	8-9pm		:30			NM	1	\$630.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----F--				1	\$630.00			
22	3	09/07/12	09/09/12	Friday Prime	10-11pm		:30			NM	1	\$980.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	----F--				1	\$980.00			
Totals											44	\$17,075.00

Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 - 09/09/12	44	\$17,075.00	\$14,513.75
Totals	44	\$17,075.00	\$14,513.75

Signature: _____ Date: _____

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